

Chemist & Druggist

Benn »

SEPTEMBER 4 1976 THE NEWSWEEKLY FOR PHARMACY

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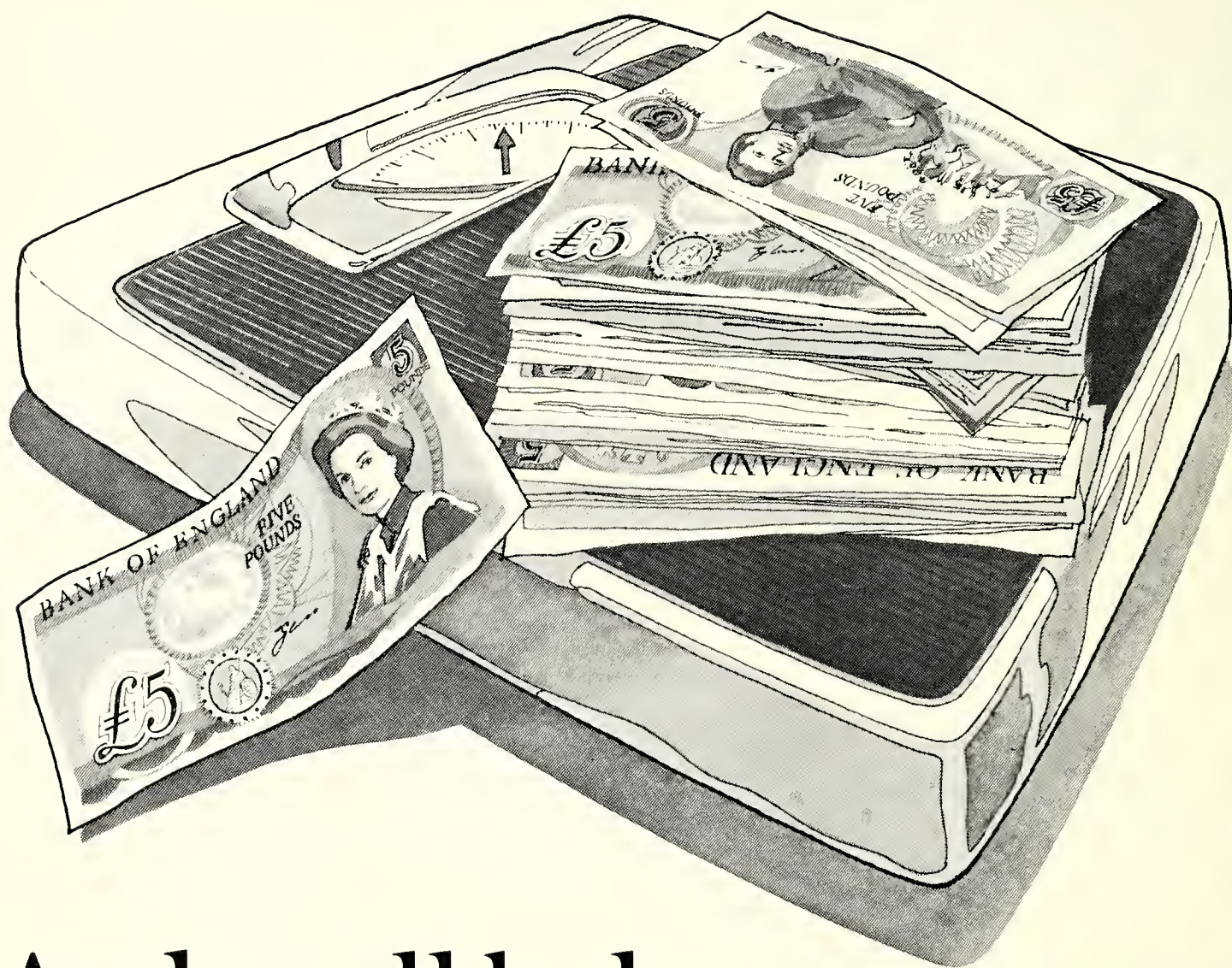
THE CLINICAL ANTI-PERSPIRANT CREME

**Mr Callaghan
at Polaroid
extension**

**Liability
for unfair
dismissal**

**President
opens new
TCP plant**

**More Xmas
gifts**



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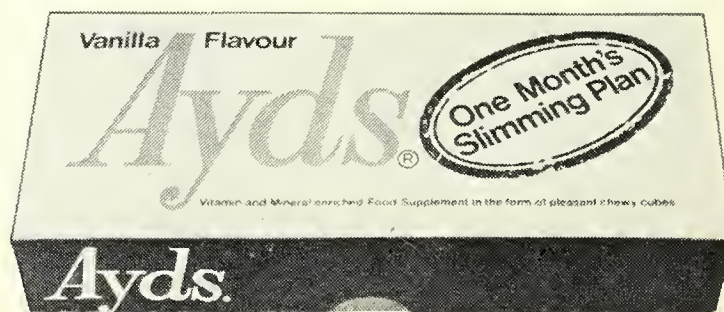
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Ayds, Cuticura Laboratories Ltd., Maidenhead, Berks.

Chemist & Druggist

The newsweekly for pharmacy

4 September 1976 Vol. 206 No. 5031

117th year of publication

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Contents

Comment <input type="checkbox"/> Facts and motives	263
Small firms to be liable for unfair dismissal	264
NPU constitution: will the multiples' views prevail?	265
Controls recommended for genetic engineering	265
President opens new TCP plant at Sandwich	266
NI health centre to serve 45,000 patients	269
The Xrayser Column: Water	269
More Christmas goods	277
Polaroid's Scottish factory visited by Prime Minister	282
LRC International foresee further growth	283

Appointments 284	New Products 271
Company News 282	On TV Next Week 271
Deaths 269	Trade News 272
Letters 270	Ulster Report 269
Market News 284	Classified Advertisements 285

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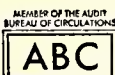
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Comment

Facts and motives

Mr T. C. Thomas makes a number of points in his letter (see p270) which we feel should be challenged before they are used as established "facts".

We contend that the correspondent has attacked both the pharmaceutical profession and the industry unfairly in order to provide justification for a political move (Mr Thomas is well known as an active member of the Socialist Medical Association for many years).

Paraphrasing the recent Monopolies Commission reports, the hallmark of a profession is the need for the client's interests to prevail, and be deemed by the public to prevail, over the interests of the member of the profession. Yet Mr Thomas claims, by direct implication, that pharmacists are promoting sales of medicines over the counter to the extent of encouraging dependence and addiction—because such medicines form part of their means of livelihood!

We accept that there are medicines available which can be misused; individual pharmacists use their intelligence in combating the misuse and the Pharmaceutical Society and other authorities seek to guide those who have not yet faced (or faced up to) the problem. There are other medicines to whose existence an individual pharmacist may object; it is his professional prerogative, and duty, to protect the public from such products. But we do not believe there are any cases in which a medicine known to be harmful is actually promoted to the detriment of the customer's interest.

Few would argue that the present NHS is operating a perfect system and furthermore members of the public have been unable to accept that they have a responsibility in their approach to medicines. Regretably they are thought by many to be a panacea without toxicity and unfortunately the belief that the service could cope with all the demands made on it was engendered in the years following 1948.

We doubt very much if there is the dependence and addiction that he suggests, although we would agree that even a minimum incidence needs to be given serious consideration.

However, Mr Thomas appears to consider there are only two scapegoats in the present situation the pharmacist and the drug industry.

He allows himself to suffer from political myopia which is most apparent in his condemnation of "the haste with which manufacturers introduce new drugs without adequate tests and monitoring." Does he suggest that the Medicines Acts and licensing procedures are non-existent? Or does he believe that the DHSS is totally quiescent? The manufacturers who have to deliver armfuls of documentation at every stage of a new drug's development would advise him otherwise.

It is unfortunate that Mr Thomas is putting forward a case that is so eminently worthy of consideration—how to change attitudes in the Health Service—using many dubious premises.

Small firms to be made liable for unfair dismissals

From October 1, people working in small firms with four or fewer employees will be able for the first time to complain to an industrial tribunal if they think they have been dismissed unfairly.

That is the effect of an Order signed last week by Mr Albert Booth, Secretary of State for Employment, paving the way for further provisions of the 1975 Employment Protection Act to come into operation. The Order—the Employment Protection Act 1975 (Commencement No 5) Order 1976 (HM Stationery Office, SI No 1379 (C38)),—will mean that small shop-owners could face the prospect of re-instating or re-engaging an employee whose complaint is upheld by a tribunal, or of paying compensation comprising a basic award up to a maximum of £2,400 and an additional compensatory award of up to £5,200.

Employees in small firms cannot claim unfair dismissal at present because of an exclusion clause contained in the Trade Union and Labour Relations Act 1974. It was always the Government's intention to extend protection to this group of workers as soon as the case load of industrial tribunals permitted, and more than 1,000 extra cases could be heard each year as a result of the repeal of the exclusion clause. However, the Order will not apply retrospectively; dismissed employees whose notice expired, or whose last day at work was before October 1, will not be covered.

The Order also brings into effect from April 6, 1977, the provision of the Employment Protection Act which requires all except few special categories of employees to be provided with a proper pay statement. Amongst other things employers will have to give details of deductions that have been made and the reasons.

Aspirin-dipyridamole trial now in progress

A trial of aspirin and dipyridamole in thrombosis is now in progress and is scheduled to end July 1977. Twenty centres are taking part—16 in the United States and four in the UK (London, Hull, Glasgow and Aberdeen) with the co-ordinating centre at Maryland Medical Research Institute, Baltimore.

The Persantin-Aspirin Reinfarction Study (PARIS) is a randomised controlled trial to test the efficiency of aspirin or aspirin-dipyridamole combination in the long-term treatment of heart disease in patients who have had a previous myocardial infarction.

Recruitment of men and women aged 30-74, who have had at least one myocardial infarction in the previous five years, began in March 1975 and was com-

pleted in June. Patients are taking aspirin alone, dipyridamole and aspirin or a placebo for one or two years, but the trial may be extended if necessary. In a letter to *The Lancet* last week, the trial organisers remind doctors that participating patients should not be prescribed platelet-affective drugs, nor should they take non-prescription drugs containing aspirin. Participants are being supplied with paracetamol for use as an analgesic.

Renewed attack on 'slimming' aids

Professor John Yudkin, the international authority on nutrition and dieting, has again attacked the claims made by manufacturers of various slimming aids.

The latest *Slimming and Nutrition* magazine shows an advertisement for Helancyl, "the massage regime used by over one million French women to keep their fashionable look." Professor Yudkin writes: "Don't let one million French women mislead you." Although the advertisement does not claim that Helancyl slims, a drawing of a woman with shaded areas around the hips, legs and arms implies a reduction in width which he believes is "absurd".

His opinion on Formula 3+6 is that: "As a slimming aid, it doesn't add up." The advertisement shown does not claim the production leads to weight reduction but readers are invited to write to an address "beguilingly beginning with 'slimmers department'." He maintains that products containing kelp, vitamin B₆, cider vinegar and lecithin have no fat reducing powers.

Commenting on an advertisement for Celaton herbal slimming aid, Professor Yudkin says: "This one's best taken with a shovelful of salt." While Celaton

claims that the purpose of slimming is to "remove the water from the tissues and to stimulate the use of fat stored in them," Professor Yudkin points out that the problem of overweight is not due to too much water in the tissues but too much fat.

Professor Yudkin is well known for his lack of faith in slimming aids. In an interview with *C&D* (February 22, 1975, p256) he explained the only way to "cure" overweight was to develop better eating habits on a permanent basis.

Cough-suppressants 'rarely needed' for children

Enormous sums of money are wasted on cough medicines, says a leading article in last week's *British Medical Journal*. The fact that a patient has a cough does not indicate that he needs treatment for it, yet recently some 75 million doses of linctus were prescribed in the UK in one year.

Prescribing a cough suppressant for a child is hardly ever correct because children's coughs are nearly always productive, writes the author. "The doctor should explain to the parent that the cough serves a useful purpose in clearing the air passages, so that it is unwise to suppress it. The cough is a necessary evil." For the rare dry, tickling cough, in which there is apparently nothing to cough up, "codeine linctus is as good as anything, and claims that other drugs such as pholcodine, noscapine or dextromethorphan are better than codeine remain unproved," the article claims.

Explanatory leaflet for VAT on photographic products

HM Customs & Excise, King's Beam House, Mark Lane, London EC3, have recently published a leaflet for guidance to retailers selling photographic equipment to help ensure that VAT liability guidelines are being applied consistently throughout the trades concerned. The leaflet—"Photographic equipment", VAT leaflet 7/76/VLA—is based on discussions with trade associations.

A revised Notice No 701 "VAT: Scope and coverage" has also been published and replaces the February 1975 edition of Notice No 742 and subsequent amendments.

Miss Melanie Buzzard, an assistant at Gilchris (Chemists) Ltd, Market Street, Dalton-in-Furness, was the winner in the Hiltone Softly Blonde competition for chemists' assistants. She receives her £100 cheque from Mr C. Smith (right) area manager, Beecham Proprietaries, while her employer, Mr G. Bleakley, MPS, looks on



NPU constitution: will multiples prevail?

The National Pharmaceutical Union's proposal to change its name and constitution (see below) has brought a swift reaction from West Dorset Branch.

In a letter to *C&D*, Mr P. M. W. Clarke, secretary, questions NPU chairman Mr Royce's view that the main competition of "independent pharmacy" comes from outside pharmacy (*C&D*, July 31, p134) and alleges that Mr Royce is unconcerned about "the potential influence of the commercial organisations currently in the process of taking over all the more worthwhile pharmacies in the country".

Describing the NPU Executive's use of the term "modern conditions" as "some-what ominous," Mr Clarke continues: "Could these modern conditions mean that they want the NPU to represent any firm that wants to join? The draft document when it is available at the meeting is bound to be complex; so how many truly independent businesses are likely to be present to vote against say six superintendent pharmacists holding perhaps 550 NPU votes between them? If the proposals suit big business they will be carried. Every NPU branch, and therefore every member, must be able to discuss such an important step as the first revision of the NPU constitution since 1921. To prevent big company dominance, each branch must be allowed one voting delegate, or a proxy vote, reflecting the grass root consensus at that proposed special meeting."

Detailed drafting of the Memorandum

and Article of Association for the National Pharmaceutical Union to become incorporated under the Companies Act is now nearing completion, and notice will shortly be given to all members of a special general meeting at which the proposals will be submitted for approval, including a change of name to National Pharmaceutical Association Ltd.

Over the years, the official status of the NPU has changed on a number of occasions. Originally, it was formed as an un-incorporated association, its business services activities being carried on by NPU Ltd, a company formed expressly to fulfil that function. For a period under the Industrial Relations Act 1971, by virtue of registration as an employers' association, it became a body corporate, with the result that for the first time NPU Ltd could pay a dividend to the association from its profits without any tax deduction. However, under the Trade Union and Labour Relations Act 1974 it became un-incorporated again and tax became payable on dividends.

An opinion was sought from legal Counsel who strongly recommended that the NPU should become incorporated under the Companies Act in the light of all the relevant legislation. After considering the points in favour and against, the NPU's Executive Committee decided last year to propose to a special meeting that the NPU should acquire such corporate status.



Mrs J. Elstob (right), winner of the recent Riding Clubs' Dressage Festival Championships, receives the Radiol trophy from Mr R. C. Forsey, a director of the company, and Mrs Diana Forsey. Radiol have sponsored the event ever since its inception some 17 years ago. Mrs. Elstob, on Henry, also received a silver stockpin as a memento of the occasion, a rosette and a Radiol presentation pack; placings down to seventh all received rosettes and supplies of Radiol products

Local committees to advise on water distribution

Water authorities have been asked by the Government to set up local committees to advise them of sectors which could be badly affected by reduction in water supplies during the drought. The committees are expected to include representatives of industry in the area and other consumer interests.

A committee is also being set up at national level to provide a link between the Government and the water authorities. Called the Emergency Water Resources Committee it is chaired by Mr Denis Howell, the Minister with overall responsibility for water supplies, and it will include the director general of the Confederation of British Industry as well as several Government Ministers.

Methyldopa tablets

The Department of Health has agreed to continue the pricing concession on methyldopa tablets (250mg only) for the month of September. Where a pharmacist is unable to obtain Dopamet tablets 250mg to meet NHS prescriptions ordering methyldopa tablets 250mg, Aldomet tablets 250mg may be supplied and will be paid for by the Prescription Pricing Authority. The form FP10 must be endorsed indicating that Aldomet has been supplied, before it is submitted for pricing. The concession no longer applies to methyldopa tablets 125mg now that the supply position has improved.

The Society moves

Staff of the Pharmaceutical Society are now busily involved in the final stages of the move to the new building in Lambeth. The move will take place over the weekend of September 4 and 5, and from September 6 the Society's address will be 1 Lambeth High Street, London SE1 7JN (telephone 01-735 9141).

Controls recommended for genetic engineering

No experiments in the genetic manipulation of micro-organisms should be conducted in containment conditions less stringent than those used for work with common pathogens, recommends the working party on genetic manipulation in a report published last week.

The working party investigated experiments in which new genetic elements are created by using restriction enzymes or comparable biochemical methods to link foreign nucleic acids into the genetic material of bacteria where they continue to propagate. These techniques were outlined in an article (*C&D*, October 12, 1974, p528) by Dr Hesselwood, University of Aston in Birmingham, who was *C&D* medallist at the 1974 British Pharmaceutical Conference. He explained that scientists throughout the world were worried that if genetic engineering got out of hand existing antibiotics may become useless and cancer an even greater threat. Many of the experiments were carried out using *Escherichia coli*, and concern was expressed that if an organism containing one of these artificially-manufactured DNA fragments found its way into the

human gut, it may possess some previously unencountered problems with which no-one could cope.

The report recommends that a central advisory group should be established to advise on appropriate precautions based on a model code of practice. Regulations should also be made under the Health and Safety at Work Act 1975 requiring laboratories to submit detailed plans to the advisory group before such work is undertaken.

The Government accept the general principles of the report. Mr Fred Mulley, Secretary for Education and Science, announced in the House of Commons on August 5 that the Government would institute a system of control which would be voluntary in the first instance. The members of the central advisory group would be appointed as soon as possible and the Health and Safety Commission would circulate for comment proposals for regulations requiring notification of proposed experiments.

Report of the Working Party on the Practice of Genetic Manipulation (Cmd 6600, HM Stationery Office, £0.50).

President opens new TCP plant at Sandwich

A modern plant for the manufacture of TCP, forming a new addition to the Pfizer complex at Sandwich, Kent, was formally opened on August 24 by Mr J. P. Bannerman president of the Pharmaceutical Society of Great Britain. Following the unveiling of a commemorative plaque, Mr Bannerman was in turn presented with the Seal of Sandwich by Mr C. M. Graham, managing director, Pfizer Consumer Products Division.

Production of TCP at Sandwich commenced early in June, so that the inevitable initial teething troubles had been solved by the time of the official opening ceremony. The new plant supersedes the factory at Willesden where TCP had been manufactured for fifty years. Some of the equipment such as machines for filling bottles and flexible tubes was moved from Willesden to Sandwich, but other plant items are new. These include glass-lined steel mixing tanks of 20,000 litres capacity, enabling considerably larger batches to be produced. The output of the filling and packing lines depends on whether 2, 4 or 8 oz bottles are being handled, but with the 4 oz size a rate of 120 units per minute can be achieved on one line.

In his introductory remarks at the opening ceremony, Mr A. McCarten, assistant managing director, Unicliffe, Ltd, referred briefly to the history of TCP, which was developed in 1919 by Count Callimachi, an *émigré* member of the Rumanian royal family. At that time, an antiseptic free from the caustic and toxic effects of phenol and cresol solutions or of tincture of iodine, the standard first-aid antiseptic, was of great interest in the treatment of wounds. TCP was also recognised as a safe antiseptic lotion and mouthwash.

Count Callimachi formed a company, British Alkaloids Ltd, in conjunction with a London merchant firm to manufacture

and distribute the new product. Production was first at premises in Banner Street, London EC1, until the Willesden factory was opened in 1926.

Sales were built up by personal introduction to first-aid departments in factories and through medical exhibitions to clinics, hospitals and public health departments. Later TCP was introduced to dentists who prescribed it as a mouthwash after extractions. By 1931, the year Count Callimachi died, sales had reached 250,000 bottles a year, a figure that continued to grow steadily.

Same composition

Composition has not been changed since the original formulation, but the method of manufacture is quite different. In particular, modern dispersion machines allow the ingredients to be blended cold, whereas it used to be necessary to heat the composition to achieve solution.

Other TCP products have been marketed from time to time in addition to the liquid antiseptic. TCP ointment was introduced in 1923 and blackcurrant-flavoured TCP pastilles in the 1930's. Lemon pastilles were added in 1967, and the current range was completed in February, 1976, by the launch of TCP first-aid gel.

In 1964 British Alkaloids was bought by Pfizer, a company which had its origins in the USA as long ago as 1849, and TCP became Unicliffe brand. With the opening of the new plant, all TCP products are now manufactured at Sandwich with the exception of pastilles which are made at Jackson's of Crediton with TCP supplied from Sandwich.

The success that has been achieved over the years by TCP is illustrated by a recent market survey which showed that 61 per cent of UK households have a bottle of TCP and that no fewer than 98 per cent of housewives have heard of the product.

Mr J. P. Bannerman (right), president, Pharmaceutical Society, examines a commemorative replica of the Seal of Sandwich presented to him by Mr Crawford Graham (left), managing director, Pfizer consumer products division, after Mr Bannerman had opened the company's new TCP plant. Also in the group is Mr Arthur McCarten, assistant managing director, Unicliffe



Evidence still scarce on benefits of vitamin E

Vitamin E protects the liver of animals from the toxic effects of paracetamol. As self-poisoning with the drug is causing an increasing number of deaths, a controlled trial of the vitamin should be considered, recommends the August 27 *Drug and Therapeutics Bulletin*.

Otherwise there is no convincing evidence that vitamin E is useful in any disease apart from the deficiency syndrome seen in premature infants and probably in abetalipoproteinaemia. The latter is a rare disease of babies in which steatorrhoea is present; betalipoprotein is absent from the plasma and vitamin E deficiency occurs both because of steatorrhoea and because betalipoprotein is a major transport lipoprotein for the vitamin. Vitamin E stores are low in premature infants in whom the vitamin is also poorly absorbed. Deficiency is more likely in bottle-fed babies, as cow's milk and many commercial baby foods contain much less vitamin E than breast milk.

There is some evidence that up to 600 mg vitamin E daily benefit certain patients with angina or intermittent claudication, the *Bulletin* continues, but further trials are needed.

US investigates script drug sales practices

The Federal Trade Commission in Washington, USA, has announced an investigation of prescription drug sales practices that could broaden the government's attack on escalating retail drug prices. The Commission wants to determine whether State or private actions are depriving customers of adequate price competition and product information on prescription drugs.

The FTC's investigation will examine whether pharmacists should be allowed to select a less costly version of the brand name drug prescribed by the doctor, provided the doctor does not object; whether consumers would save money if doctors were to delegate more authority to pharmacists to select less costly drugs and whether price competition in prescription drugs is unfairly impeded by State or private action. Consumers spend about £4,000 million through retail pharmacists of which 40 per cent represents drugs made by more than one company.

Conference church service

The British Pharmaceutical Conference local organising committee have arranged an ecumenical church service to be held in St Salvador's Chapel, St Andrews University, September 12 at 6.30 pm. The service will be conducted by the Reverend Dan O'Connor of the University Chaplaincy and music will be provided by courtesy of the department of music. The Society's president, Mr J. P. Bannerman, will participate in the service. As the church and services are being made available by the University especially for the Conference, members are encouraged to be present. The shuttle bus service will assist attendance at St Salvador's which is close by the Younger Hall.

When they consult you recommend these with confidence



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Ulster Report

Large health centre opens

The largest health centre in Northern Ireland is due to open early this month in Bangor, co Down.

The centre, the first in the town, has been built adjoining Castle Park at a cost of over £500,000; some 20 general practitioners operating from it will serve over 45,000 patients. Also included is a fully equipped treatment room, staffed by nurses who will attend to minor injuries, and specially equipped suites for ophthalmologist, audiologist, speech therapist, child psychiatrist, chiropodist and school dentists. However, pharmaceutical services will not be provided from the centre.

Council election reminder

The Pharmaceutical Society of Northern Ireland is reminding members that the Council election time is now closely approaching.

The six pharmaceutical chemist representatives who retire next month are Messrs W. J. Bolon, J. A. Brown, R. G. Dillon, T. G. Eakin, T. I. O'Rourke, and Mrs C. B. A. Watson and the druggist representative, Mr R. S. Adair, also retires. All seven have offered themselves for re-election.

Nominations for new candidates must be submitted to the Society, 73 University Street, Belfast, by noon on October 6 and the candidates must be proposed and seconded by members of the Society. In addition, the candidate, proposer and seconder must have paid their retention fees for the current year.

Revised oxygen rates

The Northern Ireland Department of Health have written to the Pharmaceutical Contractors Committee in the Province giving approval to revised rates of remuneration for the oxygen therapy service. The Central Services Agency has been requested to implement the revised rates as soon as possible; applicable from May 1, they are as follows:

Basic price: For sets and stands authorised by the Central Services Agency—light-weight single unit set (specification O1) each £0.60 per month.

Professional fees: (i) Lightweight (single unit) set with two Edinburgh masks and cylinder stand (unless the prescriber indicates a stand is not required), each £7.10. (ii) Oxygen per cylinder £0.79.

Delivery allowances:

Per return journey, mileage each way

	A	B
Up to and including 5 miles	£1.98	£0.96
5-10 miles	£3.60	£2.50
10-15 miles	£5.22	£4.12
15-20 miles	£6.84	£5.74
Higher mileages (per return mile)	£0.32	£0.30

A: Delivery of set and cylinders or of replacement set.

B: Delivery of cylinders (when not in conjunction with a set); collection of set and cylinders at end of treatment; second journey to collect set and cylinders at end of treatment when the first journey was ineffective.

Topical reflections

BY XRAYSER

Water

What was at one time regarded as the principal ingredient is now, following an abnormally hot and dry summer, a scarce commodity. Many factors contribute to the shortage, not the least of which is that one or two mild and dry winters, with a very low snowfall, led to reduced quantities in store at the beginning of summer. The result is that the village pump, or its equivalent, is coming back into its own.

Only dire emergency could have brought that about—such dire emergency as led the people of Bristol to queue with buckets at a street well following a destructive air-raid some thirty-five years ago. It is not long in terms of history since the street well was replaced by a supply of running water at the foot of a stair, and the inhabitants were glad not to have to leave shelter to draw supplies—and that was not in remote country areas.

Domestic demand for water has increased beyond what could have been foreseen thirty or forty years ago. There are now, over most of the country, supplies of hot and cold water in the home, and such conveniences as washing-machines and other things now taken for granted. Even so industry is still the largest consumer, and the economy depends on industry.

Any suggestion of piping water over any distance is regarded as economically absurd, but there seems to be little difficulty if the commodity is oil. There must be an explanation somewhere.

Holidays

I wonder how many pharmacists on holiday give more than a passing glance to the pharmacies in the area of their choice? I know it will be said that one goes away to forget all about pharmacy—to take up, perhaps, some harmless pursuit such as bingo. But it is difficult to ignore completely the differences in the appearance of pharmaceutical establishments, both in this country and abroad. And by abroad, I don't mean the popular resort which caters for the tastes of its guests, be they pharmaceutical or gastronomic. I refer, rather, to the city or small town in which the visitor is something of a rare bird and one is privileged to savour the everyday life of the people.

In such places, in the Low Countries and on the Adriatic, in the Alps and on the plains, I have been much gratified by what I have seen. There is a quiet dignity; there is a calm, professional atmosphere, and there is an apparent dedication to duty, exemplified by the absence of most of the inappropriate articles which occupy a large part of the space in a good many of our pharmacies. Even as recently as last year I was struck by the fact that any changes in appearance abroad are made with due regard to the preservation of the professional character of the business.

There are, I am glad to say, quite large numbers in this country which make a very creditable effort to preserve an appearance of dignity, although one might imagine from letters and statements that they are now a minority. That, I am glad to say, despite what is referred to by its proponents as "aggressive salemanship", is not the case, despite the efforts of commerce to debase the coinage. I fancy the time will come when the choice will have to be made.

Deaths

Higgins: In a motoring accident while on holiday recently, Mrs Margaret Diana Higgins, MPSNI, Glenariff Drive, Comber, co Down. Mrs Higgins, who qualified in 1960, was the daughter of the late Mr Bill Lilley, a well known representative in Northern Ireland for many years, and during the past 10 years she had been a

popular employee of Mr T. G. Eakin, president, Pharmaceutical Society of Northern Ireland. Mrs Higgins took a great interest in the Girl Guide Movement and held the position of district commissioner. Her husband and daughter were also killed in the motoring accident.

Stringfellow: On August 20 in hospital at Sheffield, Mr Roy Stringfellow, MPS, 27 Market Place, Donington, Spalding, Lincs. Mr Stringfellow qualified in 1943.

Letters

Health care alternatives

Drug multiplicity, ever-increasing advertising and intensified sales promotion activities, easy access to drugs by prescription and over the counter sales will continue to make dependence and addiction a feature of health care, unless we pause and seriously consider alternatives.

The majority of the drugs available by this multiplicity are almost without exception "me-too" drugs, produced as duplicates or quadruplicates etc, in order for the separate manufacturers to be included as suppliers in these particular categories of products. The cost to the NHS is incalculable and will continue despite repeated appeals for its curtailment.

This state of multiplicity is the result of an uncontrolled industry whose main priority and pre-occupation is that of maximising sales and thus profits. The real costs, the real profit margins and the real benefits of monopoly and patent restrictions are undisclosed even to the DHSS; excessive advertising and sales promotion costs are defended by the companies with complete disregard of social responsibility and public accountability.

Immense pressures are placed on doctors, on other health workers, and on their patients by this intense selling of drugs, which insidiously promotes the proposition that drugs provide the major curative therapy within the NHS. This causes incalculable harm and must encourage dependence and addiction.

Inadequate professional control

Patent medicines advertising continues unabated and sales remain high in pharmacies without adequate professional control and intervention despite the exhortations and warnings. Pharmacists promote and continue these sales of "over the counter" drugs, for the present system of free enterprise compels them to do so; it is one of the means of livelihood. However placing restrictions on supermarkets and on other outlets will not reduce effectively dependence and addiction if sales and profits remain a major source of income for pharmacists. Nonetheless placing restrictions on sales outlets must be effected if some partial control is to apply.

Should we continue along the drug therapy preventive and curative systems in the future? These and similar questions are being asked by every national health service organisation not only on cost to the service, but to the effectiveness of drugs; to their contra-indications and proneness to cause other illnesses; to the haste with which manufacturers introduce new drugs without adequate tests and monitoring. Dangers lie ahead and doctors and research workers are crying for a halt. We suggest the adoption of systems of counselling, consultation and advisory

services as the alternative modern and sensible health care in the future.

We realise the immense wrench to the doctor from reaching for his prescription pad and placing the patient back on the conveyor belt; there will be 20 to 30 minutes gap with the patient possibly convinced that he has had a raw deal because no drugs have been prescribed. When he goes to the pharmacy he should be told that the new therapy is right—otherwise his doctor would have prescribed drugs if clinically necessary.

We can argue that the doctor, the pharmacist and other health workers are not geared or trained to act as counsellors, consultants etc, but a realistic change in attitudes now would make an immeasurable difference; there is no need for an immediate return to the colleges for training and education in counselling; it is a prior requisite and responsibility which each and everyone within the NHS exercises daily.

There are intractable patients who would under no circumstances accept these radical changes. For these, new systems and new methods of counselling etc must be devised and adopted. Given the will, the headlong rush towards new and more complicated drug therapy can be halted and more traditional and rational therapies introduced as replacements.

T. C. Thomas
London N3

See Comment, p263—Editor.

Help for disabled needed

The Disabled Living Foundation collects, collates and disseminates information on, amongst other things, aids and equipment for disabled people.

Although many aids are available from one statutory source or another, many people prefer to buy the required aid themselves, perhaps with advice from their social services department or hospital service, or perhaps on their own initiative. It is, however, often difficult for these people to know where they can actually buy their aids locally without going direct to the manufacturer which generally means selecting the aid from a catalogue.

The article in the February 7 issue of *Chemist and Druggist* gives details of one London pharmacy which does stock such equipment. This article has, hopefully, encouraged other pharmacists to stock such things as commodes, walking aids, incontinence aids, pick-up sticks, bath and bed aids, wheelchairs, toilet aids and so on. Some pharmacists may feel that they have insufficient knowledge on this subject to be able to serve a disabled customer to his best advantage and there is no doubt that in many situations buying over the counter is inappropriate. Many disabled people need a full assessment of their physical abilities and their general situation in order to select the most suitable piece of equipment. Pharmacists stocking this type of equipment should ensure that their sales staff can assess generally whether their customer needs further professional advice and if so whom they should contact. I feel they should be ready, too, to inform the customer on the likelihood of obtaining the equipment free from a statutory source—many people for instance buy a wheelchair which they

can ill afford because they do not know they may be eligible for one from the Department of Health and Social Security, through their general practitioner.

It would be extremely helpful to us at the Disabled Living Foundation to have the names and addresses of pharmacists who do stock aids and some idea of the range they hold so that we can tell inquirers and visitors where they can obtain the aid they need in their own locality.

Elizabeth Fanshawe MBAOT
Assistant director
Disabled Living Foundation
346 Kensington High Street
London W14 8NS

Repeat prescribing

I would like to comment on the correspondence in *The Lancet* as reported in *C&D*, August 21, p212, on the question of repeat prescribing.

In Ireland 60 per cent of the population do not have medical cards and so are not entitled to free medicine, but they can obtain repeats of certain prescriptions in the pharmacies without having to visit the doctor every time.

Prescription medicines are divided into three classes:

1. Those which may only be dispensed once;
2. Those which may be dispensed at the appropriate times for six months after the date of issue of the prescription (eg 90 tablets, one tid, may not be dispensed more often than every 30 days; and
3. Those which may be dispensed whenever the patient requires them.

Classes 2 and 3 are dispensed, of course, at the discretion of the pharmacist. This system has worked extremely well for many years. The number of repeats is about 30 per cent of the total number of prescriptions.

In "Medicine Takers, Prescribers and Hoarders" which was published about two years ago, it is stated that about 25 to 30 per cent of prescriptions in England are written by doctors' receptionists. It seems an extraordinary situation that the doctor's receptionist, who has no medical qualification whatsoever, should be the person who decides whether a patient shall have medicine or not. The pharmacist is quite obviously much more fitted to make this decision.

Austin Gleeson
O'Connell Street,
Birr, co Offaly, Ireland

Eraldin collection

I note with interest the letter relating to non-collection of Eraldin and wonder whether the same situation obtains with Mr Sandles as does here.

We in Guiseley are on a Leeds "brick" as far as many companies are concerned, so as most of our supplies come from Bradford the stocks relating to these companies are not adequately maintained.

One cannot help remembering that when I was in business in Southampton (fairly and squarely on a Southampton "brick") my stocks were well looked after . . .

PS. I too, hold stock of Eraldin!

B. R. Hammond
Guiseley, Leeds

More Letters on p284

New products

Anti-smoking

Smoking deterrent from Unichem

Unichem has been appointed by Binevale Ltd as sole distributor to the UK pharmaceutical trade for Formula 7 anti-smoking aid, a peppermint-flavoured mouthwash which reacts with tar and nicotine but not with food and drink, to produce a repulsive taste in a smoker's mouth. One bottle (£1.99) provides a 10-day course of treatment. National newspaper advertising is being planned by Binevale (Unichem Ltd, Crown House, Morden, Surrey).

Cosmetics and toiletries

Together shower packs

Together shower bubble bath pack (£0.95) comprises a clear gold-printed bottle of turquoise blue cream bubble bath, a purple mauve sponge "for him" and a red cerise sponge "for her". The pack is printed in gold and black on a white background. Packaging is in 12s and delivery will begin mid-October (André Phillippe Ltd, 71 Gowan Avenue, London).

Clinique eye treats

Daily eye treats are being added to the allergy-tested, fragrance-free Clinique range. The liquid eye colours, in small glass vials (£3.00), are slate blue and a highlighter—"without the harshness so many pearlised products create"—is called special treat (Clinique Laboratories Ltd, 54 Grosvenor Street, London W1).

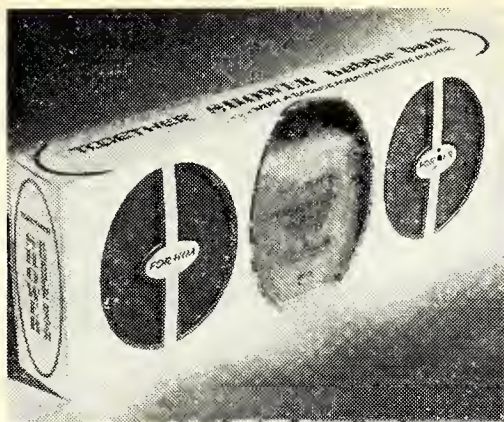
Germaine and lip tint

"The costliest of perfume essences", jasmine, is the top-note of Germaine Monteil's fragrance—Germaine. Perfume (£12.95, spray £4.95), Cologne spray (£6.95, £2.95), bath foam (£5.95) and bath powder (£2.95) are being introduced for "the woman who loves to be subtly sophisticated".

Lip tints are being introduced in brown, mirrored compacts (£2.95), for sale from October. Colours offered in this creamy block form are pastèque, griotte, and abricot, and they can be used alone or over lipstick (Germaine Monteil (UK) Ltd, 33 Old Bond Street, London W1X 4PH).

Basic Dorothy Gray

Dorothy Gray are launching a skin care range for fine and sensitive skins, for sale from mid-October. Basic Formula pure cleanser, pure toner and a pure moisturiser (each £1.85), for under make-up protection and to condition the skin at night. Basic Formula products are "balanced to the skin's ideal pH value of 5.5"—protecting the acid/alkaline level in the skin. The collection is free from fragrance and artificial colourants and said to "have been widely and extensively clinically tested on every type of skin". The range is packed in unbreakable bottles, and Dorothy Gray



say the products help skin "overcome trouble periods in its life". Acidity provides defence against skin infection, but too much acidity can make skin dry and sensitive (Interbeauty Ltd, 202 Terminus Road, Eastbourne, Sussex BN21).

Electrical

Pifco introductions

A mist styler curling wand that releases steam evenly into curls at the press of a button is being introduced by Pifco. A neon red dot changes to black when the styler is warmed for use and temperature is controlled by self-resetting cut-out. The Mist Styler (£9.95) is beige and brown with a handle designed as a stand plus non stick coated roller and blade.

A deep heat massager (£10.75) that provides "quick temporary relief for minor aches, pains, headaches, neuralgia and backache", is also being launched in October. It has two levels of vibration and of heat, plus five interchangeable applicators, for face, neck, body, scalp and general toning treatment.

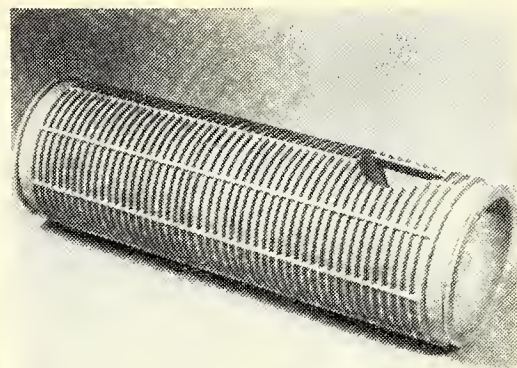
In their styler-dryer range Pifco now offer the styler-dryer (£14.95), superdryer (£9.75), and superdryer +8 (£13.95) in addition to models already mentioned (Pifco Ltd, Failsworth, Manchester M35).

Sundries

Bed warming bottles

Haffenden-Richborough are adding to their range of hot water bottles (£1.49-£3.45). All have screw stoppers and come in printed polythene bags with handles.

Slendawarm, a non-covered bottle with a ribbed surface, is shaped like a stone bottle and available in pink or blue. In the covered range the Super Velour model has a stretch velour cover with a flap top, in blue, red or brown. The Checkmate is now available with a blue/light blue/ navy cover. For children there



are Petshape bottles, shaped like a rabbit or cat, the Nodland, with a three-dimensional fairy-tale scene, and the Babiwarm, a soft brushed-nylon covered bottle. All children's styles are available in pink or blue (Haffenden-Richborough Ltd, Sandwich, Kent).

Household

Fridge freshener

Following a successful test launch Fridge Fresh (£0.39), an air freshener for fridges, is now being marketed nationally by Jenks Brothers Ltd. Resembling a turquoise egg with holes at each end, Fridge Fresh contains activated charcoal granules which absorb strong odours and prevent pungent foods from tainting the flavour of more bland foods. Backed by a Design Centre award, the product fits into the fridge's egg tray and is effective for up to four months in most domestic fridges. The potential market is estimated at over 16 million customers—13 million fridge owners and 3 million freezer owners. The "egg" is to be distributed in a sealed blister pack mounted on a 6½ x 4in card and a counter display tray holds 12 units. A launch bonus of £0.15 per case, for the first order, and shelf strips are available (Jenks Brothers Ltd, Castle House, Desborough Road, High Wycombe, Bucks).

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Anadin: All areas

Aquafresh: So

Crest: All except G, E

Elseve Balsam: All except U, We, B

Fresh 'N' Clean: Y

Harmony hairspray: All areas

Imperial Leather foam: All except E

Johnson's baby oil: Y, NE

Lentheric perfumes: All except E

Listerine: Ln

Lucozade: Sc, U, W, B, G

Macleans: Y, NE

Nice 'N' Easy: M

Oil of Ulay: All areas

Pears shampoo: All areas

Signal: All areas

Smitty: All areas

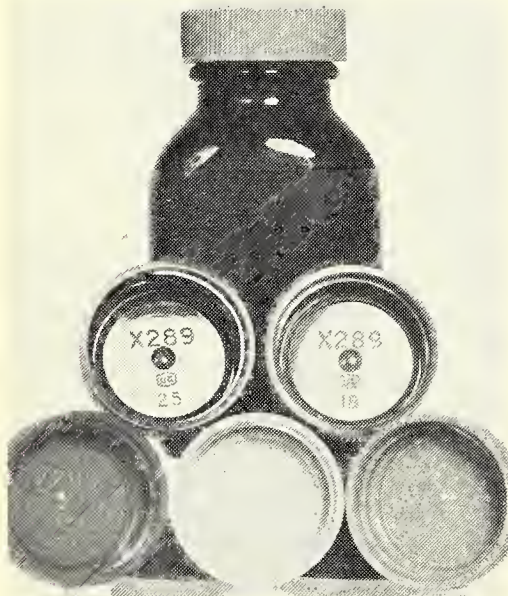
Sunsilk shampoo: All areas

Sweetex: All except WW, We

Trade News

Arobon re-introduced

Arobon (12 x 150g tins, £6.23 trade) is being re-introduced by Nestle Co Ltd, St George's House, Croydon, Surrey. Manufacture in Switzerland recently stopped but has now started again in Portugal. Arobon, a powder prepared from carob pulp with some cocoa, is indicated in the prevention and treatment of diarrhoea in infants, children and adults, dyspepsia, colitis, coeliac disease and sprue. It contains fat 1 per cent, proteins 4 per cent, soluble carbohydrates 48.5 per cent, starch 15 per cent, mineral salts 2.5 per cent, lignin 20 per cent, pectin, tannins, hemicelluloses etc 2 per cent, cellulose 3.5 per cent, water 3.5 per cent.



UG launch wadless closure

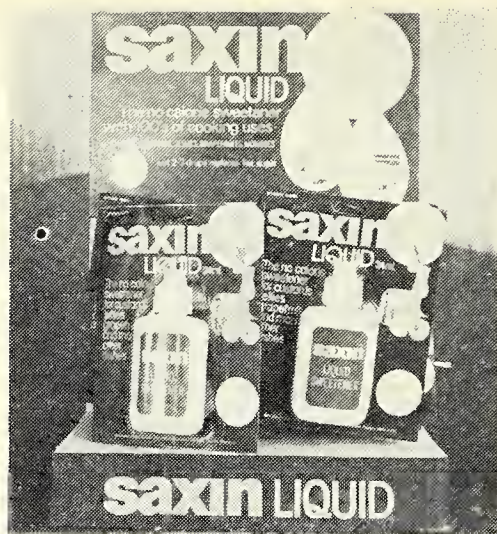
UG Closures & Plastics Ltd, Astronaut House, Hounslow Road, Feltham, Middlesex, have extended their range of closures with the new wadless cap moulded in polypropylene. With the wadless top the sealing fin is a key feature; the company say their design, described as "second generation," ensures high sealing performance and has already been extensively tested. Initially, the wadless cap is being marketed in a 28 mm size, and will be available in either black or white. A wide range of other colours will be available to special order.

Max Factor gloss

Spearmint flavour, colourless, lip potion (£0.55), and copper and clover frost colours (£0.60) are being added to Max Factor's roll-on gloss range for lips.

Pearl vinyl nail guard (£0.55) is also being introduced, under the company's Stronghold label, for sale from October. Worn without colours it gives a pearly sheen, and over colour a pearly, hard-wearing finish.

For a limited period from October 1, colour-on waterproof eye shadows are



A redesigned pack for Saxin carries recipes that substitute Saxin for sugar—apple delight, little chocolate creams and hot spicy grapefruit. The Wellcome Foundation Ltd, Temple Hill, Dartford, are offering this stand for 12 packs

offered less £0.20 (£0.52), in specially labelled packs, by Max Factor Ltd, 16 Old Bond Street, London W1X 4BP. The six most popular shades of Creme Puff—tempting touch, candle glow, cream cameo, gay whisper, truly fair, twilight blush—presented in beauty budget refill packs, are being offered with a saving of £0.12 (£0.45), as a September promotion.

24 million Ayds coupons

Selected September issues of national and daily newspapers will be carrying "20p-off" coupons, redeemable against one month's supply of Ayds. Cuticura Laboratories Ltd, Clivemont Road, Cornwallis Trading Estate, Maidenhead, Berks, estimate that over 24 million coupons will be in circulation.

Doom trade offer

Napa Products Ltd, Prenton, Merseyside, claim their Doom insecticidal lacquer, unlike most other crawling insect killers, remains effective for several months and can be used indoors or outdoors. It is also unaffected by rain and the surface can be washed, even by detergents. Rexnell Ltd, Powerscroft Road, Footscray, Nr Sidcup, Kent, distributors for Napa's Doom range, are currently offering fly killer, garden pest spray and insecticidal lacquer, 13 invoiced as 12.

Denclen from pharmacies

A two-month television campaign for Denclen will emphasise that it is available from chemists, while stressing the product's effectiveness in dealing with tartar stains and denture odour. Commercials will be seen in Lancashire, Trident and Southern areas during October and Southern only in November. International Laboratories Ltd, Lincoln Way, Windmill Road, Sunbury-on-Thames, Middlesex, say that when they advertised on television in the north sales rose 100 per cent.

Kimberly-Clark economy

All 20's packs of Kotex Simplicity are being flashed "10p off next purchase", by Kimberly-Clark Ltd, Larkfield, Kent.

Kleenex Bright and Beautiful and soft white tissues, currently flashed "3p off", will be available shrink-wrapped or in corrugated cases until October.

Adrenopax distribution

Sinclair Pharmaceuticals Ltd, Borough Road, Godalming, Surrey GU7 1QY, have taken over the marketing of Adrenopax from Multipax Chemicals Ltd.

Sweetex on television

Anita Harris, the singer, is appearing in television commercials for Sweetex this autumn. Crookes-Anestan Ltd, PO box 94, 1 Thane Road West, Nottingham, have launched a campaign covering all areas except Harlech and Westward until September 27. The campaign will then transfer to these two regions for four weeks.

Extra Thicken Hair

Jackel are offering 190cc bottles of both Thicken Hair formulations for the price of 125cc sizes (£0.69). Promotional bottle labels say "Extra 50 per cent free".

Delicate floral patterned holdalls and cosmetic purses (£0.65-£4.99) are being launched by Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. The range is called Pastelle.

Loxene sizes change

The Loxene shampoo range is being repacked and renamed by Reckitt & Colman, Products Ltd, pharmaceutical division, Dansom Lane, Hull. The range now consists of large (£0.65), medium (£0.35), standard (£0.23), and sachet (£0.06½).

Numark September promotion

The next Numark national promotion will run from September 20 to October 2 and will include Andrex toilet tissue, Mum rollette complete and refill 28cc, Nestle Lite, Crest toothpaste family, Kotex 10's size 1 and 2, Polycolor, and Sunsilk shampoo 80cc and 130cc. These products will be advertised in national and regional Press and in certain areas on television. Details from Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU.

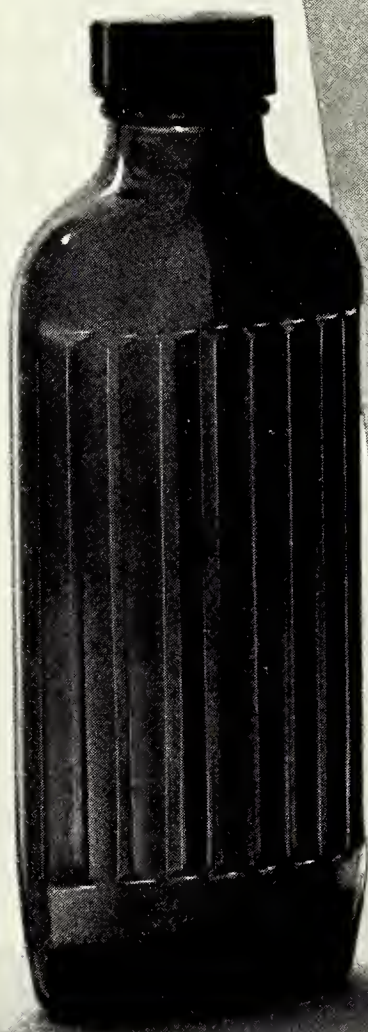
Bonus offers

Fassett & Johnson Ltd, Dawson Road, Bletchley, Milton Keynes MK1 1JT. Quickies nail pads, Quickies eye make-up remover pads small and jars 13 as 12; Pollen B 30's and 90's 13 as 12; Grossmith soaps 14 as 12. Until end October.



Three different packs (£50.38, £73.28, £109.17) are available for the 4711 Christmas merchandiser, from Cologne Perfumery Ltd, Telford Road, Basingstoke, Hants. Products have been gift-wrapped in scarlet and gold boxes with gold linings, and domed cartons are turquoise, with a two-tone stripe (£0.49-£13.30)

Beatson Glass one of the great protectors



Wherever drugs and medicines are dispensed
Beatson glass containers keep them safe and ready to hand.

Beatson Clark have been making glass
for two centuries and today serve the pharmaceutical world
with most types of medicinal glass containers.

Ask your wholesaler.

 **Beatson Clark**

Beatson, Clark & Co. Ltd.,
Rotherham, South Yorkshire, S60 2AA
Telephone: 0709 79141 Telex: 54329

GOING FOR

Badedas
17½% OFF

R
2



FORTISSIMO

Efferdent
17½% OFF

Nice'NEasy
17½% OFF



*'NOTE' WORTHY C
WHY NOT JOIN*

PLUS AT LEAST A FURTHER
*6% DISCOUNT IN PROFIT-
SHARING REBATE

* NEW INCREASED BASIC RATE FORECAST

A SONG!

F

Grecian 2000
17½% OFF

Philips Flash Bulbs
17½% OFF

Kemval Rubber Gloves
15% OFF

Elnett
14% OFF

Farleys Rusks
12½% OFF

ERS TO UNICHEM MEMBERS

(Available 7-25 Sept.)

To: J.A.L. Speller, General Sales Manager, UniChem Ltd.,
Crown House, Morden, Surrey.

Name _____

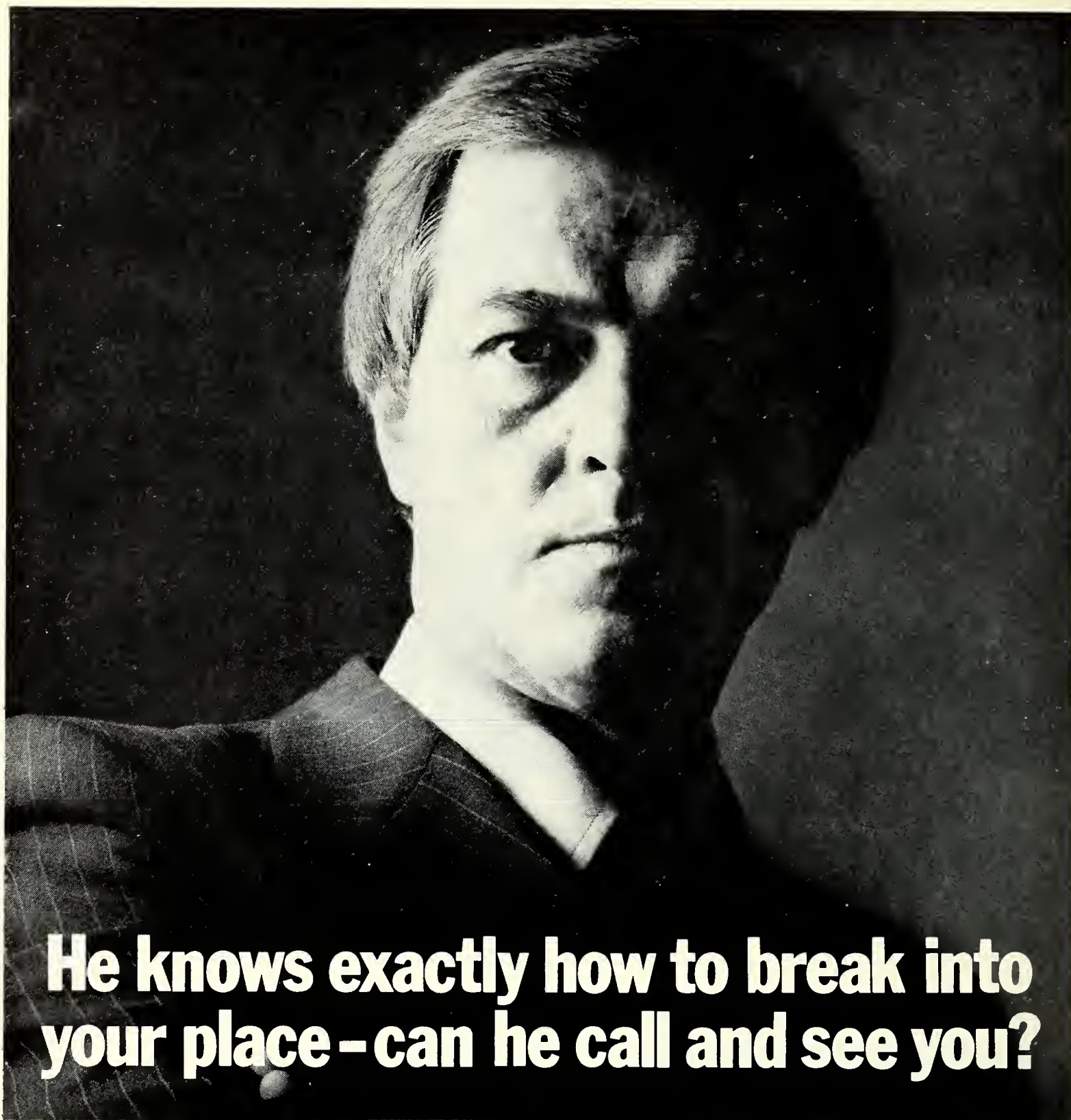
Address _____

Date _____

I would welcome more
information about UniChem

CD/4/9





He knows exactly how to break into your place - can he call and see you?

He can spot a chink in your security at ten paces.
That's his business.

He's trained to see the sort of loopholes that
make you a prey for the break-in specialists.

He has behind him the accumulated
knowledge of Europe's largest total security service.

There's no business too small or too large to
interest him. He's one of a team of Group 4

consultants that offer advice free.

If you need magnetic contacts, wire systems
for windows and doors, microwave, ultra sonic
detectors, or any other of the security systems
available he'll know.

Call him in and protect your profits. You'll
also make insurance companies regard you more
kindly and sleep more soundly.

Europe's largest total security service.

I would like your advice on the security of my business.

Name _____
CD4

Address _____

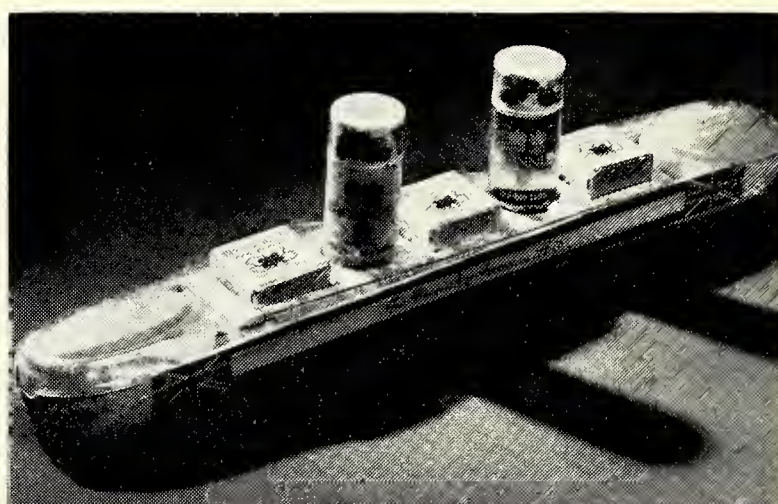
group4
TOTAL SECURITY

Member of Securitas International Member of BSIA

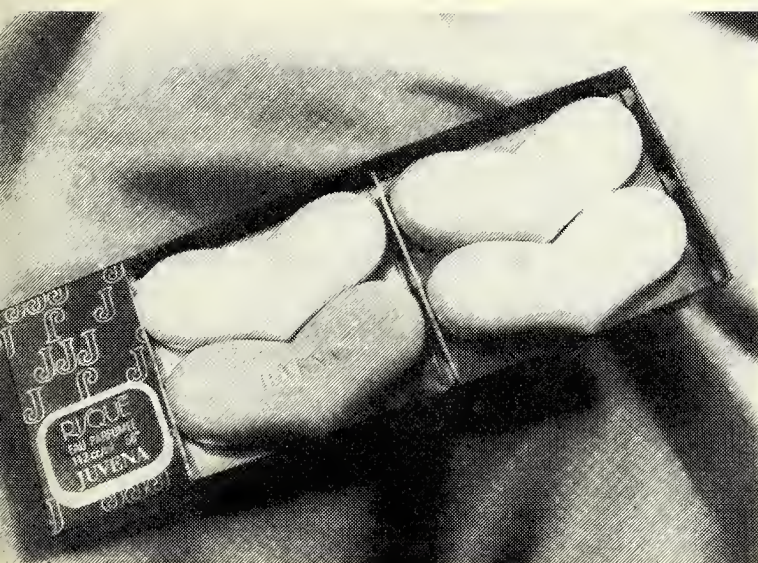
More Christmas Gifts



▲



2 ▲



▲



4 ▲



1 Juvena for Men after shave lotion 50cc, £1.60; 125cc, £2.75; 200cc, £3.60, and eau de Cologne, 50cc, £2.00; 125cc, £3.40; 200cc, £4.35. **Juvena (Great Britain) Ltd.**

2 S. S. Bronnley, contains two hand soaps, three bath cubes and travel size hand lotion and bubble bath, in rose geranium fragrance, £1.91. **H. Bronnley & Co Ltd.**

3 Pink Risque fragrance soaps, boxed in gold and navy-blue, £1.80. **Juvena (Great Britain) Ltd.**

4 Items in the Lady Manhattan range, re-packed in black with gold foil graphics and a new logo. Three coffrets are in the range, £0.75-£1.45. **Jackel & Co Ltd.**

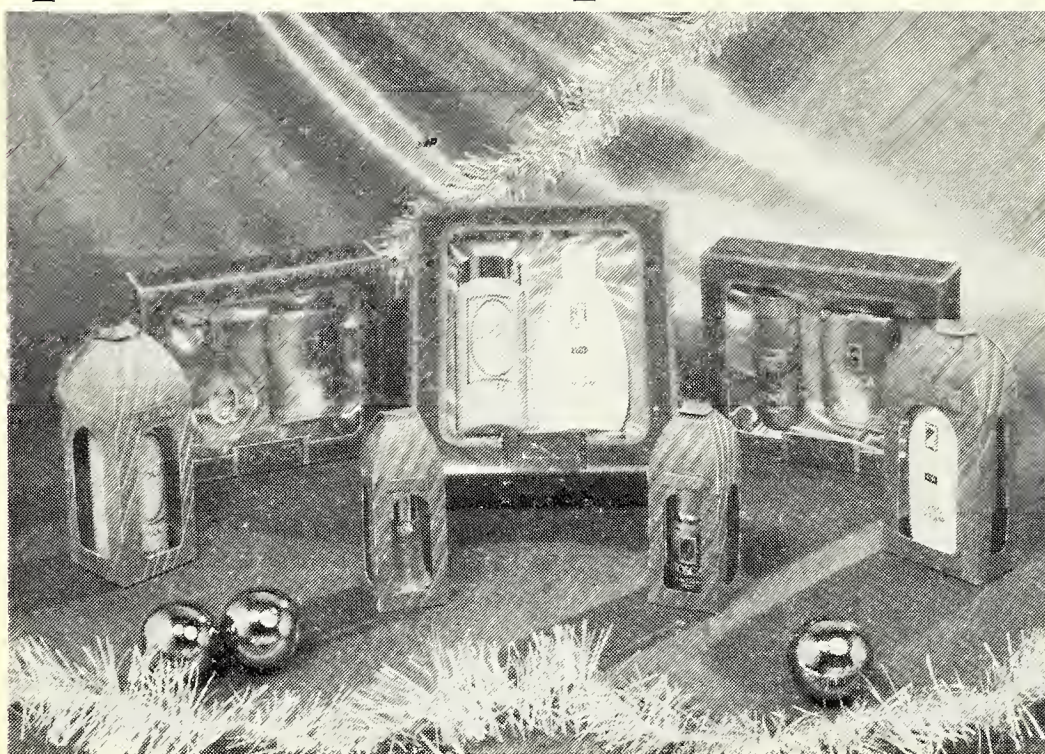
5 Bic tights are individually packed in red or green boxes £0.55 and a floor standing merchandiser is free with every 40 dozen. Razor packs, £0.18, have colourful header cards. **Biro Bic Ltd.**



1 ▲



2 ▲



3 ▲



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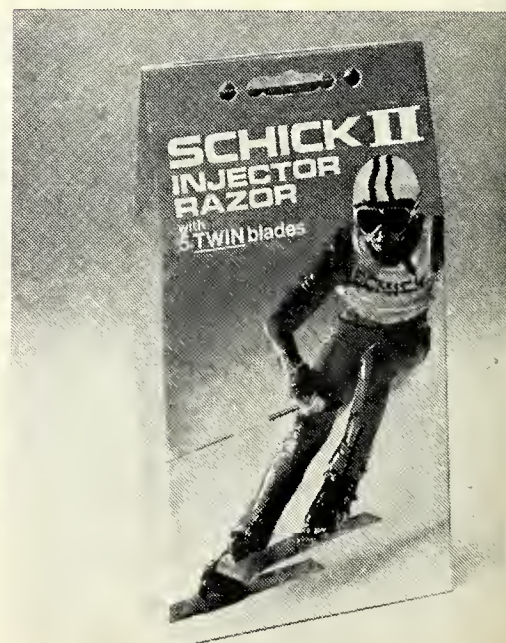
1 Replica's best-seller last year—their black and white box of talc, soap and eau de toilette, displayed on a red flock background. This year Dewth will be available as well as Nina, Miss . . . , Madam R, No 5 and Cabon, £2.25. **Jackel & Co Ltd.**

2 The larger Pino Silvestre coffret, containing deodorant, after shave and shaker talc, in green and gold presentation box with a beige flox lining, £3.90. **Jackel & Co Ltd.**

3 Tosca products, packed in yellow boxes lined with royal blue silk. Domed cartons are in yellow and gold, £1.10-£9.25. Tosca Christmas merchandisers are £35.54 and £68.06 with 5 per cent discount. **Cologne Perfumery Ltd.**

4 A gift pack containing Oil of Ulay, 125cc bottle, and Ulay night cream, 80g. £15.99 for twelve. **Richardson Merrell Ltd.**

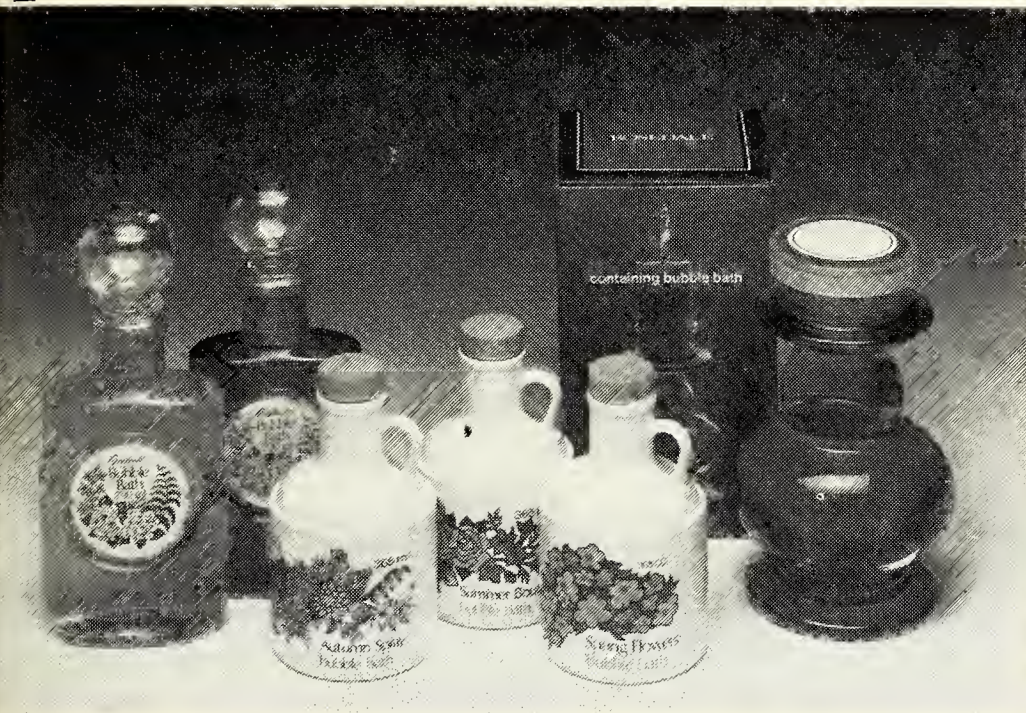
5 The Christmas promotion for Schick II twin system—a promotional sleeve for the Schick II razor featuring a downhill skier fits over the gold and red kit box, £1.25. **Richard Hudnut Ltd.**



5 ▲



2 ▲



3 ▲



4 ▲

1 Fields French fragrance products, are boxed in pairs, £0.45-£0.85, and talc with soap in rose, lavender and honeysuckle, £0.79. **Jackel & Co Ltd.**

2 Rosedale's children's novelties. **Fassett & Johnson Ltd.**

3 Bubble bath holders from Grossmith & Rosedale. **Fassett & Johnson Ltd.**

4 Replica refillable purse atomiser boxed with a bottle of perfume, £3.95. **Jackel & Co Ltd.**

5 Pino Silvestre shaving foam and after shave, £3.65. **Jackel & Co Ltd.**

6 Roger & Gallet's budget-priced coffret; guest soaps and bath cubes, in sandalwood or carnation, £1.15. Six fragrances of bubble bath are in plastic bottles, £1.55. **Roger & Gallet Ltd.**

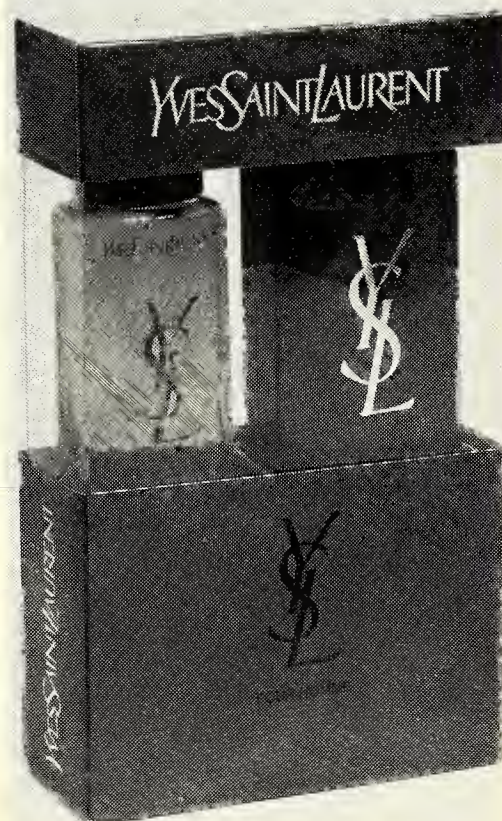
7 Yves St Laurent Pour Homme large tablet of soap and 4oz after-shave, £7.15. **Charles of the Ritz Ltd.**



5 ▲



6 ▲



7 ▲

FISONS LIMITED

PHARMACEUTICAL DIVISION

DERBY ROAD, LOUGHBOROUGH, LEICS.

PRICE INCREASES OPERATIVE ON GOODS DESPATCHED ON OR AFTER 3 SEPTEMBER 1976

PRODUCT		Prod. Code No :	Rec'md Fixed Retail Price each inc. VAT	MBU Doz.	Case Value per MBU	Rec'md Fixed Trade Price per Doz. ex VAT	Retail disc. Price per Doz. ex VAT	VAT Rate %
			£			£	£	
ETHICAL PRODUCTS								
*ACNIL	25g	3230	0.36 $\frac{1}{2}$	3/12	3	2.69	2.49	8%
*ALUPHOS GEL	150ml	3140	0.31 $\frac{1}{2}$	3/12	2	2.34	2.16	8%
	2.25 litre	3160	DP	1/12	9	26.33	24.36	8%
*ALUPHOS TABLETS 50's (5 rolls of 10)		3130	0.35 $\frac{1}{2}$	3/12	3	2.63	2.43	8%
*P.1 AURALGICIN		0120	DP	3/12	4	3.62	3.35	8%
*T.S.R. BARQUINOL H.C.	15g	4980	0.64	3/12	5	4.73	4.38	8%
*CARDOPHYLIN TABLETS	0.1g 100's	2730	0.34 $\frac{1}{2}$	3/12	3	2.55	2.36	8%
*CARDOPHYLIN SUPPOSITORIES	0.36g 10's	3010	0.57	3/12	4	4.21	3.89	8%
	0.36g 50's	3020	DP	1/12	7	20.53	18.99	8%
*DEXTRAVEN 110 (DEXTRAN 110 INJECTION B.P.)								
6% Dextran 110 in 0.9% saline	500ml	3050	2.81	1	83	20.83	19.27	8%
6% Dextran 110 in 5% Dextrose	500ml	3060	2.81	1	83	20.83	19.27	8%
*DEXTRAVEN 150								
6% Dextran 150 in 0.9% Saline	500ml	3070	2.81	1	83	20.83	19.27	8%
6% Dextran 150 in 5% Dextrose	500ml	3080	2.81	1	83	20.83	19.27	8%
10% Dextran 150 in 5% Dextrose	500ml	3090	3.85 $\frac{1}{2}$	1	114	28.57	26.43	8%
*P.1 S4B DIMYRIL Cough Linctus	150ml	6770	0.83	6/12	12	6.14	5.68	8%
Capsules	20's	6710	0.56 $\frac{1}{2}$	6/12	8	4.17	3.86	8%
*T.S.R. ENTERFRAM	150ml	5620	3.17 $\frac{1}{2}$	1/12	8	23.52	21.76	8%
*T.S.R. FICOID 2 OINTMENT	30g	8300	0.94	2/12	5	6.97	6.45	8%
	300g	8310	7.00	1/12	17	51.84	47.95	8%
*T.S.R. FICOID 2 CREAM	30g	8340	0.94	2/12	5	6.97	6.45	8%
	300g	8350	7.00	1/12	17	51.84	47.95	8%
*T.S.R. FICOID 2 PLUS OINTMENT	30g	8360	0.98 $\frac{1}{2}$	2/12	5	7.29	6.74	8%
	300g	8370	7.32 $\frac{1}{2}$	1/12	18	54.27	50.20	8%
*T.S.R. FICOID 2 PLUS CREAM	30g	8380	0.98 $\frac{1}{2}$	2/12	5	7.29	6.74	8%
	300g	8390	7.32 $\frac{1}{2}$	1/12	18	54.27	50.20	8%
*T.S.R. FICOID 5 OINTMENT	10g	8400	0.57	2/12	3	4.21	3.89	8%
	30g	8410	1.51	2/12	7	11.18	10.34	8%
	300g	8420	10.39	1/12	26	76.95	71.18	8%
*T.S.R. FICOID 5 CREAM	10g	8430	0.57	2/12	3	4.21	3.89	8%
	30g	8440	1.51	2/12	7	11.18	10.34	8%
	300g	8450	10.39	1/12	26	76.95	71.18	8%
*T.S.R. FICOID 5 PLUS OINTMENT	10g	8460	0.61 $\frac{1}{2}$	2/12	3	4.54	4.20	8%
	30g	8470	1.53	2/12	8	11.34	10.49	8%
	300g	8480	10.82 $\frac{1}{2}$	1/12	27	80.19	74.18	8%
*T.S.R. FICOID 5 LOTION	20ml	8490	1.13 $\frac{1}{2}$	2/12	6	8.42	7.79	8%
*T.S.R. FRAMYCORT LOTION	20ml	5810	2.05 $\frac{1}{2}$	1/12	5	15.21	14.07	8%
*T.S.R. FRAMYCORT OINTMENT	15g	5910	2.07 $\frac{1}{2}$	1/12	5	15.36	14.21	8%
*T.S.R. FRAMYCORT EYE/EAR DROPS	5ml	5710	1.20 $\frac{1}{2}$	3/12	9	8.91	8.24	8%
*T.S.R. FRAMYCORT EYE OINTMENT	3.5g	6010	0.68	3/12	5	5.05	4.67	8%
*T.S.R. FRAMYGEN CREAM	15g	6560	0.92 $\frac{1}{2}$	3/12	7	6.84	6.33	8%
*T.S.R. FRAMYGEN EYE/EAR DROPS	5ml	6450	0.86 $\frac{1}{2}$	3/12	6	6.41	5.93	8%
*T.S.R. FRAMYGEN EYE OINTMENT	3.5g	6410	0.38 $\frac{1}{2}$	3/12	3	2.86	2.65	8%
*T.S.R. FRAMYGEN STERILE POWDER	500mg	6510	3.92 $\frac{1}{2}$	1/12	10	29.09	26.91	8%
*T.S.R. FRAMYSRAY AEROSOL	110g	5950	8.39	1/12	21	62.13	57.47	8%
*GENISOL	58ml	3310	0.44 $\frac{1}{2}$	3/12	3	3.28	3.03	8%
	250ml	3340	1.53 $\frac{1}{2}$	3/12	11	11.37	10.52	8%
	600ml	3360	3.26 $\frac{1}{2}$	1/12	8	24.17	22.36	8%
*T.S.R. HYALASE AMPOULES	5's	0910	2.65 $\frac{1}{2}$	3/12	20	19.66	18.19	8%
	20's	0920	9.10	1/12	22	67.39	62.34	8%
	100's	0940	DP	1/12	78	234.18	216.62	8%
*IMFERON AMPOULES, 5ml	5's	2910	4.80	1/12	12	35.55	32.88	8%
	50's	2920	38.38	1/12	95	284.31	262.99	8%
*IMFERON AMPOULES, 2ml	10's	2810	4.80	1/12	12	35.55	32.88	8%
	100's	2820	38.38	1/12	95	284.31	262.99	8%
*IMFERON TDI AMPOULES, 20ml	5's	2930	15.99	1/12	39	118.46	109.58	8%
*IMFERON D 5 x 5ml Syringes		2870	6.66 $\frac{1}{2}$	1/12	16	49.36	45.66	8%
10 x 2ml "		2960	7.14 $\frac{1}{2}$	1/12	18	52.92	48.95	8%
*P.1 S62 INTAL COMPOUND CAPS	50's	9630	N/C					
*S62 INTAL CAPSULES	30's	9580	N/C					
	50's	9600	N/C					

*Products marked thus are subject to Fixed Retail and Trade Prices.

N/C — No Change.

Continued on page 281

FISONS PRICE INCREASES OPERATIVE ON GOODS DESPATCHED ON OR AFTER 3 SEPTEMBER 1976

PRODUCT		Prod. Code No.	Rec'dmd Fixed Retail Price each inc. VAT	MBU Doz.	Case Value per MBU	Rec'dmd/ Fixed Trade Price per Doz. ex VAT	Retail disc. Price per Doz. ex VAT	VAT Rate %
			£			£	£	
INTAL SPINHALER		9610	N/C					
S62 INTAL NEBULIZER SOLUTION	48 x 2ml	2500	N/C					
LOMODEX 40 (DEXTRAN 40 INJECTION BP)								
0% w/v Dextran 40 in 0.9% Saline	500ml	7000	5.23	1	155	38.75	35.84	8%
0% w/v Dextran 40 in 5% Dextrose	500ml	7010	5.23	1	155	38.75	35.84	8%
LOMODEX 70								
5% Dextran 70 in 0.9% Saline	500ml	7070	2.81	1	83	20.83	19.27	8%
5% Dextran 70 in 5% Dextrose	500ml	7080	2.81	1	83	20.83	19.27	8%
THE LOMULIZER								
Complete with Plastic Carrying Pouch		4540	0.47½	1/12	1	3.51	3.25	8%
P.1 LOMUPREN								
Bottles of 25 Cartridges		4410	0.60½	3/12	4	4.48	4.14	8%
LOMUSOL		2700	N/C					
LOMUSOL REFILL PACK (2 x 9.5ml bottles)		2710	N/C					
T.S.R. NEOTULLE								
10 Squares of Gauze		6140	0.71	1/12	2	5.27	4.87	8%
P.1 NOMAZE 20g AEROSOL								
Complete with Nasal Applicator		0510	1.18½	3/12	9	8.78	8.12	8%
S62 OPTICROM	10ml	2110	N/C					
P.1 PARACODOL TABLETS	10's	5310	N/C					
	100's	5320	N/C					
P.1 S4B PRENOMISER AEROSOL	20g	0360	1.74½	1/12	4	12.91	11.94	8%
P.1 S4B PRENOMISER PLUS AEROSOL	20g	0310	2.01½	1/12	5	14.92	13.80	8%
P.1 PSOROX OINTMENT	25g	3740	0.37½	3/12	3	2.79	2.58	8%
	50g	3750	0.54½	3/12	4	4.05	3.75	8%
P.1 PSOROX LOTION	200ml	3780	1.05½	1/12	3	7.82	7.23	8%
P.1 RYNABOND SYRUP	150ml	3990	0.98½	6/12	15	7.29	6.74	8%
P.1 RYNABOND TABLETS	30's	3950	1.28½	3/12	10	9.52	8.81	8%
	250's	3960	9.24	1/12	23	68.45	63.32	8%
RYNACROM CAPSULES, 10mg	100's	2570	N/C					
RYNACROM INSUFFLATOR		2540	N/C					
RYNACROM NASAL SPRAY		2600	N/C					
RYNACROM NASAL DROPS	15ml	2510	N/C					

*Products marked thus are subject to Fixed Retail and Trade Prices.

N/C - No Change.

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FLYKILLER (213 gm)	£4.00 per doz.	R.R.P. 48p (can)
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GARDEN PEST SPRAY (213 gm)	£3.50 per doz.	42p (can)
BLOOM (310 gm)	£3.90 per doz.	47p (can)

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FOOTSCRAY, NEAR SIDCUP, KENT.

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Position.....
Company.....
Address.....

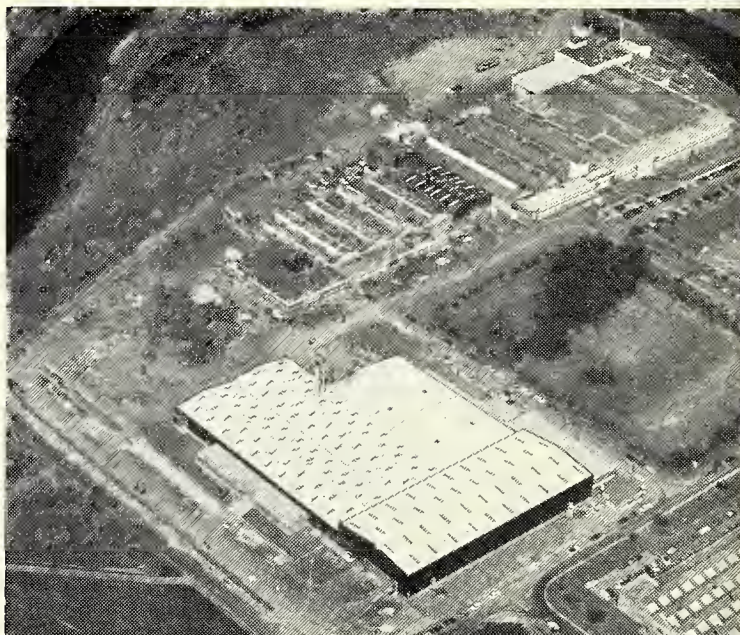
Tel. No.....
Wholesaler.....

PLEASE RUSH THE FOLLOWING:

FLYKILLERdozen
INSECTICIDAL LACQUERdozen
GARDEN PEST SPRAYdozen
AIR FRESHENERdozen

Signature

Company News



Top: The Prime Minister, James Callaghan (right), unveils a plaque, to mark the opening of the extension, applauded by Mr Harry Allen, managing director, Polaroid (UK) Ltd. Centre: An aerial view of the factory and extension. Below: Assembling the lens section of Polaroid cameras at the factory

Polaroid's Scottish factory visited by Prime Minister

The efficiency and competitiveness of Polaroid (UK) Ltd was praised last week by the Prime Minister, James Callaghan, when he officially opened a new 100,000 sq ft extension at the company's factory at the Vale of Leven Industrial Estate, Dumbarton.

The factory illustrated how much enterprise, co-operation, skill and success was Britain if only it could be used properly; the recipe for success was some of the best possible products to be found, and "wonderful employee co-operation with good management". Mr Callaghan added "If we had ten thousand Polaroid companies up and down Britain my worries could be at an end."

The Prime Minister thought it a remarkable achievement that the factory should have grown to five times its original size in the course of 12 years. He had been told that Polaroid exported to 84 countries; "Now a firm that can export to 84 countries in the world need have no fear about its future and when we are going that, all the way, then I shall feel that we have got no worries about the future of our country." Wishing Polaroid the best of good fortune for the future, he added how heartening it was to see expansion and investment on such a scale at this time.

Earlier, Mr Harry Allen, managing director, Polaroid (UK) Ltd, in his welcoming address to Mr and Mrs Callaghan, explained that when the company began operating in Dumbarton in 1965 the factory was only one fifth of today's size. "In little more than a decade, we have grown from a small nucleus of people making a single type of Polaroid instant picture film to become one of the area's largest companies employing more than 1,100 people."

Export contribution

The company were immensely proud that the skills of the Vale of Leven people had enabled them to make a substantial contribution to British exports. From the beginning, a high proportion of the Swinger film made there was exported to marketing companies and distributors in many parts of the world.

The Vale of Leven factory was chosen in 1974 by Polaroid Corporation to manufacture cameras for almost all of its international markets outside the USA and during 1975, eight out of ten Polaroid cameras sold in these markets were made in Scotland. Mr Allen added that Government grants to industry in the special development area had influenced the board's decision to expand there.

The company exported goods worth £26m last year—and £20m in the first half of 1976, a 67 per cent increase over the first half of 1975. How does a company

sustain this rate of growth, Mr Allen asked. "Obviously it needs good products and patent protection as an incentive for further resources to be ploughed back into innovation and improvement. It needs efficient and reliable employees. We have all of these. Polaroid is a multinational corporation and that is not a complimentary description these days, but the interests of a multinational and the host country are far from incompatible. Even in a difficult economic environment with devaluation of the local currency, if a company runs an efficient operation it is able to take advantage of exchange rate adjustments in order to increase export sales, with the ultimate effect of helping to improve the balance of payments."

The extension to the Dumbarton factory is "a vital part" of Polaroid's move into the manufacture of a new generation of instant picture cameras that use SX-70 colour film. A new camera using the film—the 2000—is to be produced in the extension. Mr Allen added that the camera, formally introduced in June, has already been enthusiastically received in Britain and abroad. "We are confident that this camera and other new cameras we will be making here will significantly increase the volume of our exports and enable us to maintain our contribution to Scotland's economy through a continued growth in employment in this area".

First plant outside USA

Polaroid selected Dumbarton for the first of its manufacturing facilities outside the USA coincident with its introduction of the first Swinger camera. Swinger film produced at Dumbarton, in a plant that initially occupied 50,000 sq ft, was exported to Polaroid marketing subsidiaries and distributors in many parts of the world as well as being made available throughout the UK, the camera itself also being assembled in Scotland. Film, and later camera production, at Dumbarton have increased substantially each year, with an accompanying growth in the value of Polaroid's contribution to UK exports.

The facility now occupies some 300,000 sq ft. It is currently engaged in the production of seven films for black-and-white and colour instant pictures as well as 11 camera models. Five of these camera designs—the EE series of Colorpack cameras—have been some of the most successful cameras of any type sold in Europe during 1976; being similar in function and style to the Colour Swinger cameras marketed in Britain, they use Polacolor 2 types 88 and 108 film for colour prints, and types 87 and 107c film for black-and-white prints. These films comprise the major production of the Dumbarton film manufacturing division.

In November 1972, production of lenses for Polaroid sunglasses also commenced. Formerly, lens production had been concentrated at one of the Corporation's plants in the USA.

To meet the continually increasing demand for both the amateur and the scientific, industrial and professional photographic markets, the number of production lines has constantly been increased. Because of the nature of the technology in manufacturing the film, most of the earlier specialised production machines were designed and built by the parent corporation and imported into the UK. Subsequently, 13 assembly machines have been built at the Vale, five of which have been exported to the company's sister plant in Holland and one to the USA. Most of the plant's total equipment is now of UK origin including packaging machinery, press tooling and injection moulding equipment. Wherever possible, the company has released technical know-how to enable UK suppliers to make machines.

LRC International foresee further growth this year

Last year's growth has carried forward into this year and further progress is expected, according to Sir Edward Howard, chairman, LRC International, in a statement issued last week. Group sales in the first quarter of the current financial year are reported to be about 25 per cent higher than in the corresponding period last year.

In the year to March 31, the group made pre-tax profits of £5.3m against £2.3m previously and turnover rose from £56.7m to £68.3m. Sir Edward states that all divisions did well and most contributed to the profit increase which just topped the previous best. However almost half the group's sales now come from overseas and 55 per cent of its profits from export and overseas operations, whereas a few years ago the bulk of profits came from the UK, particularly from family planning; the latter products now contribute about 10 per cent to profits because there has been a full-off in demand.

BOC profit at nine months more than last year's total

Sales of BOC International Ltd in the nine months to June 30 amounted to £442,260,000 (£362,176,000 in the nine months to June 30, 1975). Profit before tax was £52,184,000 (£34,464,000), a figure in excess of the profit for the year to September 30, 1975. The trading profit, £66,694,000, was broken down geographically as follows: Europe £24,056,000; Africa £9,119,000; America £16,791,000; Asia £3,014,000; Pacific £13,714,000.

The company states that the fall in the value of sterling over the past nine months has improved the trading profit by £4.5m which, after tax and interest, has added £1m to the profit attributable to the parent company. The nine months' results include extra depreciation of £1.5m provided in anticipation of a revaluation of certain assets at the end of this financial year.

Market News

Olive oil stocks short

London, September 1: Dealers are predicting a great shortage of olive oil. Within countries in the EEC stocks have run down as countries have taken up the total allotments. One of the Community's major suppliers—Tunisia—is no longer offering the oil and in consequence ex wharf prices of Spanish and Mediterranean region oils have risen by over 10 per cent recently.

With the bank holiday occurring during the week trading in all sectors of the market has been subdued and mainly confined to small parcels of urgently required items; such trading had no effect on the level of prices but the falling pound caused some of the Chinese oils to edge up marginally. These included anise, citronella and peppermint. Also dearer were bois de rose, patchouli and lemongrass for shipment.

Crude drugs

Agar: Spanish-Portuguese £4.50 kg spot.
Buchu: Rounds £2.35 kg spot; £2.10, cif.
Camphor: Natural powder, £4.50 kg, in bond. Synthetic £0.75.
Cinnamon: (cif) Seychelles bark £370 ton. Ceylon quills 4 O's £0.63 lb.
Cloves: Madagascar £3,350 per ton, cif.
Ginger: (ton, cif) Cochin £1,050, Jamaican (spot) £1,035, Nigerian split £570, peeled £660 nominal.
Sierra Leone £650 nominal.
Lemon peel: Unextracted £1,650 metric ton spot; shipment £1,560, cif.
Liquorice root: Chinese £190 metric ton, cif. Russian £280 spot. Block juice £1,130. Spray-dried £1,050.

Company News continued from p283

Photopia 'confident' after profits fall

Photopia International experienced a fall in pre-tax profits of 9 per cent in the year ended April 30—down from £689,851 to £627,633—but the year co-incided almost entirely with the 25 per cent rate of VAT on most of the group's products. Turnover was up only slightly from £6.71m to £6.79m, but the £1.03m VAT paid to the government was 135 per cent more than the previous year.

The group's chairman, Mr C. C. Strasser, is reasonably confident that the current year will be better and sales for the first quarter are up by 4.8 per cent. Stock levels as at April 30 are materially higher than a year earlier and are in line with levels held during the year, also reflecting the additional capacity in the three warehouses which are now fully operational.

Odex Racasan reject offers

The board of Odex Racasan Ltd has rejected the proposals recently offered by Paterson, Zochonis & Co Ltd as being totally inadequate.

In a document on the offers, the company claim that on their own they can

Menthol: (kg) Brazilian £9.15 spot; £9.15, cif. Chinese £10.50 duty paid spot; shipment £9.60, cif.
Pimento: Jamaican £1,655 ton, cif.
Podophyllum: Root £740 metric ton, cif.
Quillaia: Spot £1.15 kg; £0.95, cif.
Senna: (kg) Alexandria pods, hp, £1.40-£1.70, manufacturing, £0.95. Tinnevely leaves faq No 3, £0.28, faq pods £0.27, hp £0.39.
Styrax: Spot £4.10 kg.
Turmeric: Madras finger £330 ton, cif.
Valerian: Indian root £840 metric ton spot; shipment £820, cif.
Witchhazel leaves: Spot £3.25 kg; £3.15, cif.

Essential and expressed oils

Almond: Sweet in drum lots £1.20 kg.
Anise: (kg) £17.00 spot; £16.50, cif.
Bois de rose: (kg) £5.50 spot; £5.25, cif.
Buchu: South Africa £155 per kg spot. English-distilled £250.
Camphor white: £0.85 kg spot and cif.
Caraway: Imported £15.00 kg; English no supplies.
Cardamon: English distilled £145 kg.
Cassia: Chinese spot and shipment not quoted.
Cedarwood: Chinese £1.20 kg spot; £1.15, cif.
Celery: English £27.00 kg.
Citronella: Ceylon £1.30 kg spot; £1.22, cif. Chinese, no spot; £1.68, cif.
Clove: Indonesian leaf, £2.20 kg spot and shipment. English-distilled bud £35.00 spot.
Coriander: Imported Russian £19.50 kg spot.
Dill: £15.00 in drum-lots.
Fennel: Spanish sweet £9.00 kg spot.
Geranium: Bourbon £36.15 kg, cif.
Lavandin: About £5.00 kg.
Lavender spike: £10.00-£11.00 kg spot.
Lemon: Sicilian best grades about £9.70 kg.
Lemongrass: Spot £4.40 kg; £4.20, cif.
Lime: West Indian about £8.60 kg spot.
Mandarin: Nominal.
Nutmeg: (per kg) English-distilled from West Indian £22.00; from East India £20.00. Imported £7.00.
Olive: Spot ex-wharf. Spanish £1,320 per metric ton in 200-kg drums ex wharf; Mediterranean origin £1,290; Tunisian not offering. Subject to EEC levy alterations.
Orange: Florida £0.75 kg; West Indian £0.50.
Origanum: About £12.00 kg for Spanish.
Palmarosa: No spot; £7.40 kg, cif.
Patchouli: £8.50 kg spot and cif.
Pennyroyal: £11.00 kg to arrive.
Pepper: English distilled ex-black £77.50 kg.
Peppermint: (kg) Arvensis—Brazilian £4.10 spot shipment £4.00, cif. Chinese £4.25 spot; £4.00, cif. Piperata, American Far West about £20.00, cif.
Petitgrain: £5.60 kg spot; forward £5.35, cif.
Rosemary: £5.75 kg spot.
Sage: Spanish £1.00 kg to arrive.
Sandalwood: Mysore £60.00 kg spot.
Sassafras: Chinese £2.20 kg, cif. Brazilian £2.20 kg spot and cif.
Spearmint: American Far West £10.00-£11.00 kg; Chinese spot £10.00 kg shipment £8.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

survive and prosper, pointing out that the first quarter's profits were 23.4 per cent ahead of the comparable period last year, and that a doubled ordinary dividend was proposed. The PZ offers were considered inadequate and should be rejected by shareholders because: "PZ shareholders will be the chief beneficiaries" and capital gains tax could reduce the value of the ordinary offer.

Appointments

International Chemical Co Ltd: Mr Peter Daisley has been appointed advertising and marketing services manager. Previously group product manager, he succeeds Mr Alan Whitmore who retired recently.

Vestric Ltd have announced the following appointments: Mr W. T. Lawrence to branch manager, Preston, in succession to the late Mr D. W. Stainton; Mr Lawrence was assistant manager at Preston from 1971. Mr M. J. Dunk to depot manager at Leicester; Mr Dunk joined the company in 1974 as a graduate trainee and later became assistant branch manager at Vestric, Midlands. Mr S. T. Beavan to assistant branch manager, Birmingham. Mr M. F. Campbell to assistant branch manager, Sandwich. Mr S. L. Gedney to assistant branch manager, Bristol. Mr R. Sherlock to assistant branch manager, Preston.

Letters

Continued from p270

Cut-price competition

In Yardley's gift collection 1976 item 3568 is Sea Jade foam bath, cost £0.611, retail £0.99. Today in Pennywise in St Andrews I bought item 3568 for £0.49! They also had at cut-price, Cougar soap, talc, and Second Nature complete make-up. Will a spokesman for Yardley please tell us firstly how much Pennywise pay for these items—in the case of item 3568 obviously less than £0.49. Secondly, how have Yardley the affrontery to continue to send their representative to pharmacies and expect us to stock their products when the public can go to "cut-price" stores where the retail price is cheaper than the pharmacist's cost price?

Catherine Holmes
Crail, Fife

Yardley of London Ltd reply:

After Christmas 1975 large quantities of products were returned to Yardley in sub-standard condition which the company did not feel could be re-offered to the trade so it was subsequently bought by an organisation which supplies staff shops. However, it appears that some of the products have found their way, against the wishes of Yardley, into retail outlets which they would not normally have authorised.

Parke Davis supply in NI

Re supply of Parke Davis goods to Northern Ireland—that company has lost a lot of business. When doctors are told Carbital, Alophen, etc are unobtainable, they prescribe alternatives and continue to do so when stocks are again available.

Was there a shortage of Parke Davis drugs on the mainland and in the Republic of Ireland? I do not know of any other company unable to deliver the goods (to Northern Ireland).

Parke Davis apologise to us; I sympathise with them in their loss of business.

W. J. Taylor
Londonderry

Mr P. W. P. Madge, marketing director, Parke Davis & Co, has replied that the company deals with all parts of the UK and the Republic of Ireland on an equal basis as far as possible, given the different distribution methods necessary.

Use of 'the'

Despite all the hoo-ha and the razzamataz over the use of the word "the" recently (and, indeed, over the years), I notice with some annoyance that my telephone directories still list "Boots the Chemists" in heavy type when "Boots (Chemists)" would provide all the information that the telephone user needs. In the Yellow Pages the one word "Boots" would suffice.

If the Society cannot persuade Boots to play the game, couldn't somebody have a word with whoever compiles the telephone directories?

Mugwump—159

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The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general subjects, including music and the arts.

For additional information, or to apply for assistance, write to: The Secretary, Dept CD, The Triangle Trust 1949 Fund, Clarges House, 6-12 Clarges Street, London W1Y 8DH.

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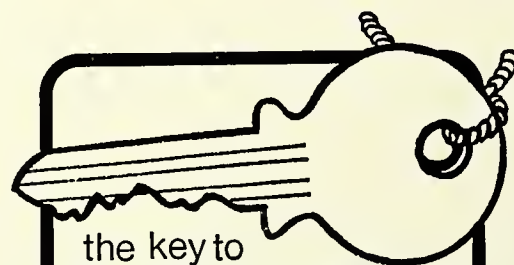
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